

**Piedmont Entrepreneurs Network 336-256-1251**

The Piedmont Entrepreneurs Network (PEN) supports entrepreneurs through education, access to capital, and networking. PEN connects entrepreneurs with the resources needed to grow their businesses through its programs as well as alliances with local businesses support organizations. Networking opportunities with other Triad entrepreneurs are provided through educational meetings on a monthly basis. The meeting locations rotate between the Triad cities. [www.pentriad.org](http://www.pentriad.org)

**Self Help Credit Union 336-478-2600**

Self-Help is one of the nation's leading community development financial institutions that started over 25 years that started and is based in NC. We provide loans to new and expanding small businesses and nonprofit organizations. Self Help makes loans that range in size from a few thousand dollars to several million, depending on the project being financed. Our loans are available to meet a variety of needs such as: starting, buying or expanding a business or nonprofit, purchasing or constructing real estate, buying equipment and machinery, providing working capital or purchasing inventory. [www.self-help.org](http://www.self-help.org)

**Service Corps of Retired Executives (SCORE) 336-333-5399**

The mission of the Greensboro SCORE chapter is to provide free professional guidance and information to small businesses, now in existence or just starting. The vast experience and knowledge of our 30 volunteers is available to all clients to help maximize their business success. This guidance is available through confidential counseling sessions, low cost workshops, and email counseling. Call for an appointment or visit our web site: [www.scoregso.org](http://www.scoregso.org)

**Small Business Technology Development Center 336-334-7005**

The Small Business Technology Development Center (SBTDC) is a business development service of the University of North Carolina system. We provide management counseling and educational services to small and mid-sized businesses. We help established firms, high-growth companies and start-up businesses meet today's challenges, manage change, and plan for the future. Our primary focus addresses financing, marketing, human resources and business planning. In addition, we offer specialized assistance in government procurement, international business development and technology development. [www.sbtcdc.org](http://www.sbtcdc.org)

**Triad Entrepreneurial Initiative 336-734-7266**

The Triad Entrepreneurial Initiative is a 12 county coalition focused on the creation of high-growth companies. We are interested in creating a community where entrepreneurs can and will grow, want to grow their companies, providing ongoing support and continuity, ensuring long term results. We promote the NC Piedmont Triad as a fertile entrepreneurial environment on regional, state and national levels. TEI aligns the resources of the triad's economic development, business assistance, entrepreneurial and higher education organizations to meet the needs of new and existing high-growth companies. [www.triadlaunchpad.org](http://www.triadlaunchpad.org)

**UNCG Career Services 336-334-5454**

The goal of the UNCG Career Services Center is to benefit both the University and the outside employing community. We endeavor to bring employers together with qualified candidates for internships, part-time and full-time employment. Internships are intended to provide meaningful and challenging work experiences related to the student's area of study and may be paid or unpaid, for academic credit or not. <http://csc.dept.uncg.edu>

**UNCG Small Business Assistance 336-334-4527 and 334-4528**

Small business assistance is offered by the Bryan School of Business and Economics at the University of North Carolina at Greensboro. The major form of assistance is to arrange for student teams to address selected problems experienced by local businesses and to make recommendations. The Bryan School also offers an internship program where students work as interns in area businesses. Last, the Bryan School offers programs for management development. These activities are part of the larger effort of the Bryan School to relate to the small business community. [www.uncg.edu](http://www.uncg.edu)

**Women's Resource Center 336-275-6090**

The Women's Resource Center serves as an information and strategy center for women in the community. We offer the following programs: free attorney hotline; monthly legal lunches; talks on business start-up; confidential peer counseling; resource and referral services, including community resource boards, a library with business and career information and a 5 station computer lab which is available for use whenever the Center is open. The WRC also publishes a biennial Women-Owned Business Directory. (*Web not available*)

## Connecting Business Advisory Services to Entrepreneurs



*The Umbrella Organization Of The  
Small Business Community*

Serving Greensboro and the  
Piedmont Triad of North Carolina

## History and Purpose of the Consortium

*More than 90 percent of new jobs are created by small business and 50 percent of all goods and services produced in the United States are by small business. Small business is America's future. The Small Business Consortium provides the expertise to ensure the success of that future. Small businesses in the Greensboro area have a valuable resource in the Small Business Consortium. The group was formed in 1988 by the Greensboro Chamber of Commerce as a means to consolidate and coordinate services to the small business community by promoting small business referrals and joint sponsorship of educational and informational programs focusing on development and growth of small businesses.*



## Consortium Members

### Greensboro Chamber of Commerce 336-275-8675

The Chamber has resources dedicated to strengthen the small business environment in Greensboro and Guilford County. Efforts include assisting new business start-up as well as expansion of existing businesses. The Greensboro Chamber offers many programming and networking opportunities that give small businesses the information, skills, and contacts they need to help their business grow and expand.

[www.greensborochamber.com](http://www.greensborochamber.com)

### City of Greensboro M/WBE 336-373-2674

The M/WBE Program provides minority and women owned firms equal opportunity to participate in all aspects of City contracting and purchasing programs. Our list of certified firms is provided to City departments, contractors, consultants, and businesses interested in soliciting M/WBE's. The program monitors contracts to ensure a "good faith" effort has been made to include minority and women owned firms and provides technical assistance through workshops, seminars, and training. [www.ci.greensboro.nc.us/mwbe](http://www.ci.greensboro.nc.us/mwbe)

### Downtown Greensboro, Inc 336-379-0060

Downtown Greensboro Inc.'s mission is to direct a comprehensive economic development program to strengthen downtown as: 1) the heart of the city for all citizens, 2) an active and prosperous place for businesses and employees, 3) a center for artistic and cultural experiences, 4) a vibrant urban environment for residents, workers and visitors. [www.downtowngreensboro.net](http://www.downtowngreensboro.net)

### East Market Street Development Corporation 336-275-1101

The East Market Street Development Corporation is a non-profit community development corporation charged with leading the revitalization of the East Market Street corridor. Our fundamental mission is to make the corridor an economically vibrant, attractive, pedestrian-friendly, and safe community that attracts and sustains existing and new businesses with continuing commitment to minority entrepreneurial development and the area's unique cultural heritage. Small businesses are an essential component of this revitalization.

[www.eastmarketstreet.com](http://www.eastmarketstreet.com)

### Greensboro Merchants Association 336-378-6350

The Greater Greensboro Merchants Association is a cost-effective business resource organization that provides services to help its business members grow and prosper. GMA offers free programs on vital topics such as sales, customer service, crime prevention, human resources, and marketing. Members are also invited to take advantage of GMA networking groups, cooperative advertising discounts, After Work Network Events, sponsorships and council participation. GMA represents a variety of industries including service, professional, retail, hospitality, distributors, manufacturers, non-profit organizations and government agencies. For more information, visit

[www.ggma.com](http://www.ggma.com)

### Greensboro Public Library 336-373-4559

The Greensboro Public Library strives to support local business. The Business Reference Collection provides an outstanding array of materials and services geared to small business owners. Whether you need statistics, assistance with a quality business plan, facts about industry, or sources of supplies, our print and online specialized resources can help. The library offers interlibrary loan for the rare occasions that books are not available locally. There are many ways that the Greensboro Public Library can be your "company library". [www.greensborolibrary.org](http://www.greensborolibrary.org)

### Greensboro Venture Capital Loan Fund 336-275-8675

The Greensboro Venture Capital Fund has been created by volunteers and staff of the Greensboro Chamber of Commerce and local banks to stimulate the creation of jobs and economic activity in the Greensboro area. By providing debt financing (including subordinate debt) to minority- or female-owned businesses (as defined by the City of Greensboro), the Fund assists those businesses in obtaining conventional commercial loans, allowing new and expanding businesses to grow and prosper. [www.greensborochamber.com](http://www.greensborochamber.com)

### GTCC Small Business Center 336-334-5211

Guilford Technical Community College's Small Business Center (SBC) provides services and support to small business owners, their employees and people interested in starting and operating a small business. Courses and seminars on business-related topics are offered on continuing bases. Computer classes for PC and Macintosh computers, Internet and popular software packages are also available. The SBC provides free business counseling on subjects ranging from start-up to operation. The SBC is a resource for the small business community providing training, information and referral service. <http://technet.gtcc.cc.nc.us/coned/smbiz.html>

### NCA&T ICEEB 336-334-7656

The NC A&T Interdisciplinary Center for Entrepreneurship and E-Business provides educational and networking opportunities to small business owners and to people interested in starting a business. Its seminars, workshops, networking breakfasts and lunches, and internship program encourages and strengthens small businesses. A Lecture Series and Collegiate Entrepreneurs Conference bring entrepreneurs and students together for networking, mentoring, and continuing education. In addition, the Center offers a Certificate in Entrepreneurship Program, Business Plan Competitions, and various small business resources.

[www.ncat.edu/~iceeb](http://www.ncat.edu/~iceeb)

### NCA&T / UNCG Technology Outreach at Nussbaum 336-256-1251

Technology Outreach at Nussbaum is a partnership among NCA&T, UNCG and the Nussbaum Center for Entrepreneurship formed to assist new and emerging technology businesses in technology transfer and commercialization, and business development, through university-industry linkages. We provide prior art patent searches, secondary market research, technology assessments, and intellectual property consultation. Serving as a portal to the universities, we connect businesses in the community to university expertise, and facilitate collaborations on Small Business Innovative Research (SBIR) and Small Business Technology Transfer (STTR) projects. [www.tech-outreach.org](http://www.tech-outreach.org)

### Nussbaum Center for Entrepreneurship 336-379-5001

The Nussbaum Center for Entrepreneurship, Inc. is a private non-profit corporation whose mission is to enhance economic development in Greensboro and the surrounding area. To accomplish this, the Nussbaum Center for Entrepreneurship operates a business incubator located near the center of Greensboro. The incubator is designed to support non-retail, new or emerging businesses in the service and light manufacturing arena. The Center provides modestly priced office and light manufacturing space along with shared support services such as business counseling, receptionist, copier, fax, mail boxes, word processing, etc.

[www.nussbaumcfe.com](http://www.nussbaumcfe.com)